

MOTOR MANUFACTURERS HAVE RECORD-BREAKING BUSINESS DURING 1922

AUTO INDUSTRY SURVEY REVEALS RECORD FIGURES

Production Increase Will Bring Year's Total Over Two Millions.

EXPORTS ARE HEAVY Ten and One-half Million Cars Now in Use in United States.

Additional proof of the nation's increasing need for motor transportation for both passengers and merchandise is supplied by the record-breaking figures, given out by Alfred Reeves, general manager, National Automobile Chamber of Commerce, after a visit among the plants in the Central West, which shows that in June the motor industry produced in excess of 288,000 motor vehicles, which is 12 per cent greater than the previous record of 256,000 in May. This indicates a production for 1922 of more than 2,000,000 motor vehicles. During the second quarter of 1922 the entire industry produced 743,000 motor vehicles, with 1,137,000 cars and trucks for the full six months.

Reports received from twenty different sections of the country indicate the usual seasonal decrease," said the general manager, "which was expected a month ago. The slowing down for the next six months will be much less than usual, however, and the year's production will exceed 2,000,000 motor vehicles, as against 1,668,000 for 1921 and 2,205,197, the record figures of 1920.

Trucks in Demand. While the passenger car end of the business supplied the biggest part of this increase, there has been a steady increase in the number of trucks made and sold, particularly those of the lighter type. The truck business depends on the improvement of general business and its need for increased transportation facilities.

There is a broadening field for motor buses. In some cases they are being taken on as feeders for electric lines, while the enterprising railroad officials are now taking the truck as an ally of the main lines. A particular reference to short haul business and store-door delivery," continued Mr. Reeves.

Lower Costs Helped. In January, students of the industry predicted a substantial year for the motor car industry, based not alone on the need for motor cars that had not been satisfied last year, coupled with the fact that thousands of the 10,000,000 in use would wear out, but primarily because the automobile manufacturer

Automobile Most Durable Conveyor

Sales Chief Compares Motor Car With Other Mechanical Devices.

"There is no other mechanical device in the world so durable as the motor car," declares J. I. Farley, vice-president and sales manager of the Auburn Automobile Co. "Compare the automobile with a locomotive," said Farley. "If you should put the locomotive on a track as rough as the roads the motor car must travel over it would not last a month. The same is true of the steamer, the airplane and every other form of transportation. Drive the old-fashioned road wagon at the rate of speed an automobile must make and it would scatter itself along the road-side before a single day's traveling was finished.

"But the motor car must not only stand rough roads, it must go from thirty to fifty miles an hour—faster than the fastest horse ever traveled—and it must do it day after day, month after month, summer and winter.

"In fact, it is almost impossible to realize at times that we are able to turn out motor cars which stand up day after day under the conditions they must face. Just the other day we received a letter from an Auburn owner who had driven his car 15,000 miles and he had spent just \$15.45 in repairs! Compare such durability with any other mechanical device."

promptly took his inventory loss and priced his cars on a basis comparable with the buying power of the public. They advertised the reductions to the public and made their arrangements with the dealer and middleman, so that the lower prices were passed on to the final consumer.

"There have not been the usual cancellations which generally follow after July 4, largely because a substantial number of orders on hand are for closed cars, which will continue to be in heavy demand for the remainder of the year. Varying with the locality, from 25 to 50 per cent of the total sales made during the past three months were for the enclosed types of bodies.

Exports Tripled Over Last Year. "Coupled with the record-breaking production in June of 288,000 vehicles which was 61 per cent over June, 1921, there came an increasing demand from abroad. The government figures for May show that 6,783 cars were exported, or 6 per cent increase over April. The motor truck exports were 1,203, or 36 per cent better than April. Total motor exports were more than three times May of 1921. These cars and trucks were shipped to 60 or 70 different countries and indicate a revival of interest in motor transportation in those sections.

"On July 1 there were more than 10,000,000 motor vehicles registered in the United States."

LINCOLN HIGHWAY REPORTED IN FINE CONDITION TO WEST

Route to Pacific Coast Is Described in Bi-Monthly Survey.

This report gives a complete picture of the present condition of the Lincoln Highway. The data is provided by wire by the consultants of the association from along the route between the two coasts and is authentic. These reports will be published twice monthly until November 15 for the convenience of the traveling public using the Lincoln Highway. Through them the press and representatives of the association and touring bureaus everywhere are provided with reliable information for tourists.

Division one—New York City to Philadelphia, Pa., 96 miles; Weehawken Ferry to Newark, 14 miles; detour, bridge over Hackensack River between Jersey City and Newark closed for repairs; west-bound turn off Hudson boulevard (L.H.) right, on Newark avenue and follow Newark avenue straight through into Newark on Harrison avenue, crossing Passaic River in Newark and turning left on North Broad street; follow North Broad street south to Lincoln Way; east-bound, go straight through North Broad street, Newark, to Harrison avenue; turn right at Park on Harrison, cross Bridge and follow through to Haddon boulevard (L.H.). Newark to Princeton, 44 miles; excellent; Princeton to Lawrenceville, 5 miles; under construction; west-bound detour across Carnegie Lake to the Brunswick Pike into Trenton; east-bound, leave Trenton on Brunswick avenue and follow Brunswick Pike to Penn's Neck to Princeton. Trenton to Philadelphia, 32 miles; excellent; west-bound, five-mile stretch of poor macadam between Bustleton and Langhorne.

Division two—Philadelphia to Chambersburg, Pa., 142 miles; perfect road. One short, well-marked detour at Downingtown.

Division three—Chambersburg, Pa. to Greensburg, Pa., 122 miles; perfect road. No detours. Be careful of speed in communities. Division four—Greensburg, Pa. to East Liverpool, Ohio, 82 miles; Greensburg to Irwin, 3 miles; excellent. Detour south of Lincoln Way at Irwin via White Oak road; excellent condition; ten miles to West McKeessport; East McKeessport to Pittsburgh, sixteen miles; excellent; Pittsburgh to East Liverpool, Ohio, fifty-two miles. Note: A shorter route than the Lincoln Way and which avoids the congested communities between Pittsburgh and Beaver, can be taken by leaving Pittsburgh on the Point Bridge and following well-marked road to Clinton and good dirt road via Franklin Springs and Hookstown to Chester, W. Va., and East Liverpool. Dirt section of Lincoln Way between Beaver and Ohio State line reported in fair condition. South road eleven miles short of Hookstown to Chester, W. Va., and East Liverpool.

Division five—East Liverpool, Ohio, to Mansfield, Ohio, 118 miles. East Liverpool to Canton, fifty-two miles; excellent; Canton to Ashland, fifty-one miles; excellent; Ashland to Mansfield, detour north of Lincoln Way via Olivesburg over good brick and poor old macadam, seventeen miles; caution in bad weather.

Division six—Mansfield, Ohio, to Van Wert, Ohio, 111 miles. In dry weather follow Lincoln Way, Mansfield to Crestline; detour Crestline via Gallon to Bucyrus. In wet weather detour from Mansfield via Ashland to Crestline, thence via Gallon to Bucyrus; somewhat longer, but in excellent condition; Bucyrus to Oscoda, seven miles; excellent; Oscoda to Upper Sandusky, ten miles; old macadam, poor condition; Upper Sandusky to Van Wert, fifty-six miles; mostly rough old macadam. In bad weather inquire Bucyrus as to best route to Delphos.

Division seven—Van Wert, Ohio, to South Bend, Ind., 116 miles. Van Wert, Ohio, to Fort Wayne, Ind., thirty-five miles; excellent; Fort Wayne to Ligonier, thirty-three miles; mostly fair to good gravel; Ligonier to South Bend, forty-three miles; excellent.

Division eight—South Bend, Ind., to Chicago Heights, Ill., eighty-three miles. South Bend to New Carlisle, fourteen miles; excellent paving; New Carlisle to La Porte, thirteen miles; rough old macadam; La Porte to Valparaiso, twenty-three miles; good gravel and ten miles rough old brick; rough detour between Valparaiso and Merrillville, seventeen miles; marked by State over next road south of Lincoln Way. Merrillville to Chicago Heights, concrete and fair to good macadam.

Division nine—Chicago Heights, Ill., to Clinton, Ia., 166 miles. Chicago Heights to New Lenox, eighteen miles; concrete; detour New Lenox to Joliet, seven miles; Joliet to Aurora, twenty-four miles; good gravel and concrete; Aurora to Clinton, 119 miles; all concrete paved.

Division ten—Clinton, Ia., to Marshalltown, Ia., 164 miles. Clinton to DeWitt, twenty miles; good concrete paving (beware speed trap on Fifth Avenue and DeWitt leading out of Clinton); DeWitt to Charles Linn, 18 miles; detour fair to poor dirt road; bad when wet. Lincoln Way under construction, new paving going in; Charles Linn to Cedar Rapids, thirty miles; fair condition; Cedar Rapids to LeGrand, sixty-six miles; good; LeGrand to Marshalltown, ten miles; detour, good when dry, bad when wet. Division eleven—Marshalltown, Iowa, to Denison, Iowa, 142 miles, 28.8 miles of well-graded and graded gravel, 5.5 miles of paving in Green County; rest of road dirt; reported in good condition; no detours.

Division twelve—Denison, Iowa, to Council Bluffs, Iowa, 76 miles. Dirt roads in good condition, depending upon weather; several stretches of good gravel; no detours. Going east from Grand Junction keep straight east on south side of railway to Osgood; going west continue out of Osgood on south side of railroad.

Division thirteen—Omaha, Neb., to Kearney, Neb., 204 miles. Hard surfaced west to Valley, 24 miles; detour Valley to Fremont, 15 miles over good marked road; Fremont to Kearney, good when dry. Division fourteen—Kearney, Neb., to Sidney, Neb., 226 miles. Entire section reported good; Kearney to Odesa, 10 miles, good gravel; detour south at Odesa to Overton as marked, 15 miles; Overton to Goshute, 41 miles, fair to good gravel and sand clay; detour south one mile; 5 miles east of Cozad turn right and parallel Lincoln Way for miles straight west, turn north into Cozad; Goshute to North Platte, 35 miles, excellent; Ogallala to Sidney, fair.

Division fifteen—Sidney, Neb., to Laramie, Wyo., 157 miles. Excellent gravel road all the way with exception of rough section just west of Sidney.

Division sixteen—Laramie, Wyo.,

New Service Manager.



Walter Blake, new service manager for the Minkler Motor Company, 1233 Fourteenth street northwest. The new executive comes to Washington after many years service with the Dodge Brothers agency.

TRACTOR TRUCKS USED BY NEWARK FIRE FIGHTERS

Four-Wheel Drive Product in Favor With Fire Department Heads.

With the advent of the tractor truck another problem in the motorization of city fire departments was removed from the minds of city fathers.

The most recent tractor truck to enter the fire department field is the FWD, manufactured by the Four Wheel Drive Auto Company of Clintonville, Wis. This tractor has a 105-inch wheelbase, four-cylinder Wisconsin motor which develops a horsepower of about 65 and is capable of driving the tractor and load at a speed of approximately twenty-five miles per hour.

Two of these tractors have been purchased and were recently used by the City of Newark, N. J., in the motorization of two of their hook and ladder trucks. In making this change the front wheels and axles of the horse-drawn hook and ladder trucks were removed and the front end of the bodies mounted on the tractors by means of a fifth wheel. This method of converting horse-drawn equipment requires very little work and when complete makes a very practical unit. In appearance, such a unit does credit to the fire department of the city in which it operates and greatly increases the efficiency of that department.

BUILD MODEL TOWN IN WEST VIRGINIA

BECKLEY, W. Va., July 29.—Contractors are today building a model mining town near here, which will be called Glen Rogers. Engineers have laid out the town like a well appointed city and 600 miners' homes, built of brick, are being erected.

The Ratefield-Wyoming coal company, which is backing the project, plans to build two-story, eight-room homes for its men. The houses are to be equipped with running hot and cold water and rent for \$16.50 per month. Already forty homes have been completed. The paved streets of the little city are flanked with concrete sidewalks. A club house, equipped with a swimming pool is planned. Construction of a large movie house is part of the project. The town will be able to buy almost everything they could in a city department store in the Glen Rogers store.

to Rock Springs, Wyo., 238 miles. Laramie to Walcott, 102 miles, excellent; Walcott to Rawlins, 23 miles, under construction, rough; Rawlins to Cheyenne, 10 miles, good; Cheyenne to Wamsutter, 42 miles, good; Wamsutter to Rock Springs, 72 miles, fair except route stretch east of Thayer Junction.

Division fifteen—Rock Springs, Wyo., to Echo, Utah, 150 miles. Rock Springs to Green River, 15 miles, excellent; generally good to Lyman, 62 miles; Lyman to Evanston, 41 miles, fair to good; Evanston to Echo, Utah, 15 miles.

Division sixteen—Echo, Utah, to Gold Hill, Utah, 195 miles. Echo to Salt Lake City, 50 miles, excellent; Salt Lake City to Tooele, 40 miles, excellent; Tooele to Buhl Ranch, 18 miles, excellent; Fisher Pass, between Bush Ranch and Orrs Ranch (17 miles), in fair shape; inquire of J. H. Waters, Newhouse Hotel, Salt Lake City, regarding conditions on desert; Good year Cutoff passable but rough and slow to Black Point; Black Point to Gold Hill, 12 miles, fair; weather materially affects conditions; wait in Salt Lake if it wet.

Division seventeen—Gold Hill, Utah, to Eureka, Nev., 194 miles. Gold Hill to Ely fair; Shellburne Pass, fair; Ely to Eureka, fair with several rough stretches on flats. Division eighteen—Eureka, Nev., to Fallon, Nev., 191 miles. Flat; east and west of Austin badly rutted; balance fairly good.

Division nineteen—Fallon, Nev., to Placerville, Cal., via Reno and Carson City, 133 miles. The Lincoln Highway, branch from Fallon direct to Carson City, via Lahontan Dam, is in bad condition and not recommended; Fallon to Reno, 67 miles, fair to good, new construction under way; Leesville to Hasen, 3 miles, no detour; Reno to Carson City, 30 miles, concrete; Carson City to Placerville over Summit now open to travel, good.

Division twenty—Placerville, Cal., to Oakland and San Francisco, Cal., 186 miles; all paved. Division twenty-three—Reno, Nev., to Sacramento, Cal., 144 miles. This road over the Summit via Truckee is now open; fair; Auburn to Sacramento paved.

ASSOCIATED MOTOR INDUSTRIES WILL RESUME SCHEDULE

Merged Companies Intend Following Plans for Big Production.

Full capacity production of the National, Jackson and Dixie Flyer automobiles, now manufactured by the companies merged in Associated Motor Industries, has been definitely decided on. The merger also will push to capacity production of the National, Jackson Four Wheel Drive, Old Hickory and Traffic trucks.

The first meeting of the board of directors of Associated Motor Industries adopted the policy of continuing the manufacture of its present cars and trucks. It is announced that the entire effort of the corporation will be devoted at this time to full production of these cars and to giving the utmost in increased service and distribution facilities.

Operation in all the plants will be on full capacity and will be pushed as rapidly as possible to a two-shift basis, it was announced after the board meeting by Chairman Will L. Ohmer. "All our efforts will be concentrated immediately on giving full service on the cars and trucks we are making now," said Mr. Ohmer in a statement given out after the board meeting. "The owners of these cars will now have all the resources of the entire merger to give them complete service in a far more extensive and more economical way than would be possible to any single company. The reputation and good will built up by the National, Jackson and Dixie Flyer cars and by the Traffic truck and our other trucks is of great value and our first duty is to take care of the owners of these cars.

"That being the case, our first task is to put all our strength into the manufacture of the present cars on the most efficient basis. The merger of all the companies in Associated Motor Industries can produce cars and give service far more efficiently and economically than the single manufacturers could. Associated Motor Industries, therefore, does not mean the discontinuance of any of our established cars and trucks. It means new life and growth for them all." Representatively of all the automobile and parts manufacturers included in Associated Motor Industries met at the first directors' meeting, which was called in Chicago July 18. Future meetings will be at the corporation's offices in Dayton, Ohio. The central organization has been practically completed and is now directing all operations from the headquarters in Dayton.

'White Streak' Car Mystifies Crowds

Mitchell Stunt Automobile Performs Amazing Feats Of "Mind."

"Mystery demonstrations" have become the vogue at the time in the automobile field grows keener. Press reports recently tell of cars that talk, that see, that obey the commands of persons not in them as though they were under a magic spell.

L. D. Reed, a driver of one of the now famous Mitchell White Streaks which are operating throughout the United States, the inventor of one of the latest stunts which is entertaining and puzzling the motoring public of Boston.

Reed drives his car into a crowded section of the city, throttles it down to a very slow speed in high gear and then jumps out and runs ahead of it. This car follows him like a pet dog. While the populace is still gaping he turns about, faces his car and commands it to stop, which it does with uncanny promptness. He then commands the car to follow him again, and to the astonishment of everyone there is a whirr of the starting motor and the White Streak starts to crawl after him. The headlight blinks on and off at a word. The klaxon sounds a warning automatically if anybody intrudes on the right of way. To all intents and appearances it is an automobile actuated by human intelligence.

Reed laughingly admits that his demonstration is a trickery, but he refuses to reveal his method of operation, and so far no one has discovered his secret.

A demonstration car in the same city, operated by a competitive firm, is almost as well trained. This car apparently can talk and see. If a modern "dapper" type of girl passes the car it starts a shameless flirtation, calling out such remarks as "Hello, my dear," "Pretty, pretty."

With these two examples to start with the future holds promise of much that is novel and unusual.

Lackawanna Trail Open to Autoists

New Highway Thirty-Three Miles Long and Cost \$2,000,000.

Perhaps no highway in the United States excels in scenic beauty, completeness of design, perfection in construction and prospects for long use at lower maintenance cost than the famous Lackawanna Trail recently opened with elaborate ceremonies by the governors of New York and Pennsylvania.

VINCENT B. COSTELLO POST HOLDS AUTOMOBILE RACES

Motor Cars Thrill Onlookers of American Legion Program at Arlington.

Washington motorists were thrilled yesterday afternoon when Vincent B. Costello Post, American Legion, opened the auto racing program that proved a genuine treat.

George D. Fisher, driving a stripped Ford, captured first place in the 3-mile run, his time being 4:36, remarkable for such a saucer as that at Arlington, where the races were held. Frank Morris, also driving a Ford, was second at the finish, with D. W. Hall a close third. Fisher, who was driving his first race, showed remarkable form in negotiating the unbanked turns on the half-mile track that was in anything but good condition. In the 5-mile event, Fisher getting away to a good start, repeated his earlier performance by outdistancing all the other entries. His time for the five miles was 7:18.

J. Beape won the 3-mile motorcycle event on an Indian single-cylinder vehicle, making the distance in 4:42. P. Prattell captured first place in the 10-mile event on a Harley-Davidson single cylinder, his time being 12:37. He repeated his win in the 3-mile District event, making the three miles in 4:59.

"Speedy" Connors, with J. Keller riding his sidecar, won handsily in the 6-mile sidecar event. The entire program went off without a hitch and members of the Vincent B. Costello Post and of the American Automobile Association, under whose auspices the races were held, expressed gratification at the manner in which the competitors drove their races.

Escaped Convicts Lose in Auto Race

Three prisoners recently made a sensational escape from San Quentin, Cal., State prison. After various adventures in stolen automobiles they reached Monticello, where they commandeered a sport model of a six-cylinder motor car for which much has been claimed in the way of speed.

W. C. Wheeler, superintendent of the prison, learning that the convicts had left Monticello two hours previously, got aboard his Paige 6-66 Lanchmont and started in pursuit. At about 5 o'clock in the morning he was only twenty minutes behind the three bandits, who were endeavoring to make Sacramento. In the course of the chase the bandits trail crossed one river seventeen times and often the Paige did better than sixty miles an hour over roads little better than goat trails. Needless to say, the convicts were caught.

"We have been on the trail of many prisoners," said Mr. Wheeler, "but this trio took us over the worst roads I have ever seen."



Its Appeal Is Not Confined to One Class

The Chevrolet is an easy car to drive, is built along graceful lines—and yet it's not strictly a "woman's car."

The Chevrolet is capable of speed—is durable—will stand hard knocks—yet it's not strictly a "man's car."

The secret of Chevrolet popularity is found in the fact that it is an all-round good car, economical, good-looking, easy to drive, speedy—well balanced—appealing to widely different tastes and pocketbooks.

Barry-Pate Motor Co.
1218 Connecticut Ave. Franklin 5627

NEW VIRTUES FOUND IN THIS NEW ASPIRIN

Few people really understand the nature of aspirin. It has most wonderful pain-defeating powers, as every medical man acknowledges. It does, however, when taken alone, often cause disturbance of digestion.

Now is given to the world a perfected aspirin, with added beneficial qualities heretofore unobtainable in a single medicine. A mild detergent has been added. This in no way interferes with the pain-defeating powers of the aspirin. It leaves the salicylic acid free to relax and distend the tiny blood vessels, thus bringing about a healthy perspiration and relieving congestion and pain. At the same time it counteracts the discomfort which follows the use of ordinary aspirin. The laxative aide further in ridding the system of poisonous waste.

Many who heretofore feared to take aspirin, although realizing it would rid them of pain, are now free to benefit by TINKLE'S LAXO ASPIRIN—the aspirin with the three points:

- It's absorbed easily
- It relieves pain quickly
- It's a gentle laxative

TINKLE'S LAXO ASPIRIN
Your Druggist for the "Three Point Box"
Therapeutic Research Laboratories
Washington, D. C.

Sterling Tires

Why buy a "Gyp" tire that you have never heard of before, when we are offering in this special sale STERLINGs at a price never before equaled for a nationally known standard product.

Every Sterling offered in this sale is a brand-new Factory First. Fresh stock of very latest construction. Every tire is sold under the Manufacturer's Standard Warranty. Special sale is for a limited time only. It will pay you to buy an entire set at these unheard of prices.

Sterling Fabric	Sterling Fabric	Sterling Fabric
30x3, \$8.65	30x3½, \$9.22	31x4, \$12.98
Air-Bag Cured.	Five-ply of fabric instead of the usual four, and over-size.	Air-Bag Cured.

The Prices Quoted Below Are for STERLING CORDS

Size	List Price	Sale Price	Size	List Price	Sale Price
32x3½	(\$Sold Out—See Note Below)		34x4½	\$42.90	\$25.70
32x3	\$22.40	\$18.95	35x4½	46.20	26.45
33x4	33.40	19.52	36x4½	(\$Sold Out—See Note Below)	
34x4	34.25	20.40	32x5	\$2.15	30.50
32x4½	41.50	24.50	35x5	\$4.75	32.00
32x4	42.55	25.10	37x5	(\$Sold Out—See Note Below)	

These Prices Are Subject to Change Without Notice and for Cash Only
Telephone and Mail Orders Given Prompt Attention

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12th & Pa. Ave. & Dist. NW Washington D.C.
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(*NOTE — We are expecting shipments of the sizes marked "Sold Out" within the next few days. Orders for these will be filled in the order in which received. Wise motorists will supply their needs on the other sizes before our stock of these becomes broken.)

LIGHTNING

If You Have Never Used Lightning

Perhaps you are a motorist who has not as yet realized the pleasures of motoring when the tank is full of this good fuel.

You've read about Lightning—heard about its good points—and promised yourself that you would try it—

And in the meantime Old Man Procrastination has held you in his grip and cheated you out of many a good, smooth run.

Today is a good day to get the "Lightning" habit. Drive right up to the "Lightning" pump and ask the man to "fill her up"—

Notice how the old boat picks up—how easy you get away—but that's not all—

Carbon and spark-plug trouble becomes a thing of the past—

There is no doubt about it—"Lightning" is the best motor fuel in the country, and is sold cheaper in Washington than elsewhere

Always Insist Upon "Lightning" Motor Fuel

"There's a Filling Station Near You"

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